

# Succession planning for small and medium businesses

Suitable for introduction at Executive level

## Workshop outline

- Evaluating your current position
- Setting goals
- Considering succession strategy
- Valuing the business
- Marketing the business
- Tax considerations
- Finance and working capital
- Superannuation and retirement considerations
- Managing personal risk
- Pulling it all together

This workshop runs over 3 hours.

## Who should attend?

Owners and managers responsible for the strategic direction of their business. For owners it will highlight the strategies for achieving the maximum benefit from selling the business and for managers, the key considerations for surviving a smooth ownership succession.

The workshop is relevant to all sectors of the nursery and garden industry.

## About this workshop

### 'Developing a practical succession plan in the nursery and garden industry'

Effective succession planning puts the business owner in control. It shows you how, with the right structures in place, you can plan your exit from your enterprise at a time that suits you and with the maximum sale value achieved. It also takes care of loyal staff by laying the right foundations for the ongoing success of the enterprise.

Succession planning is too often seen as being very difficult; the realm of accountants, not owners. This program

has been designed with the support of Nursery & Garden Industry Australia to provide participants with the vital know-how to move forward in their succession planning process.

Mixing theory with practice, this workshop gives owners and managers the chance to work with their own data to create a practical succession plan for their organisation. Critical issues discussed will include considerations around people, finance, tax, superannuation and risk.

Effective succession planning puts the business owner in control



## Workshop outcomes

At the end of the workshop participants will be able to:

- Diagnose their current position
- Set personal and business goals
- Develop business succession strategies
- Plan for retirement and business exit

The workshop provides a comprehensive overview of succession planning and examines the key areas a practical succession plan must consider. Participants will also benefit from access to ongoing support where required.

**LIMITED PLACES AVAILABLE** between August and October 2007. To reserve your place or for more information visit [www.sbsp.com.au](http://www.sbsp.com.au) or contact your state or territory Nursery & Garden Industry Association.



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